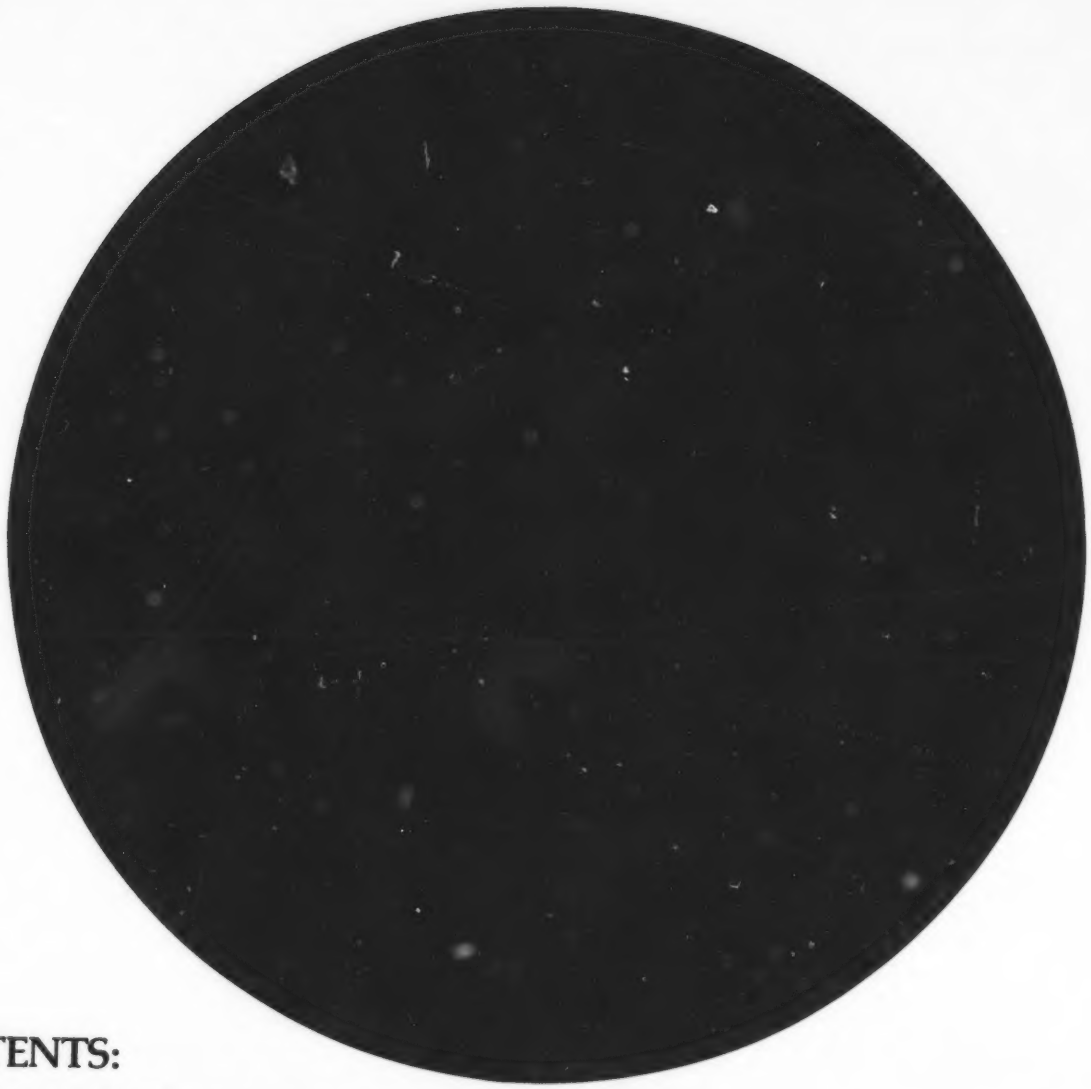
35th ANNUAL REPORT

MARCH 31st, 1989

ONTARIO FOOD TERMINAL BOARD



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Louis Deli and Eugene Scotch

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ONTARIO FOOD TERMINAL BOARD

165 The Queensway
Toronto, Ontario
M8Y 1H8

September 5, 1989

The Honourable David Ramsay
Minister of Agriculture and Food
Parliament Buildings
Queen's Park
Toronto, Ontario

Dear Sir:

I am pleased to submit the thirty-fifth annual report of the Ontario Food Terminal Board for the fiscal year ended March 31, 1989.

The financial statements on the following pages show the Fiscal 1989 results compared with the previous year ended March 31, 1988. The net income for the year was $163,581 compared with $415,873 in 1988. The main reasons for the decrease are as follows: the Board only budgeted for a net income of $264,174; a loss of $53,419 was incurred in the Rail Yard cost center because of continued reduced rail traffic; the Roadway and Gate cost center did not achieve budget or last year's surplus because of higher than anticipated expenses.

Capital expenditures totalled $751,707 and included the following major projects: $250,000 in consultants fees for the cold storage addition and the produce selling units; $130,000 for dock resurfacing; $60,000 for a new sweeper; $45,000 for a new electrical distribution transformer; $35,000 for new doors in the Terminal Building and $35,000 for new lighting.

The overall tonnage received at the Terminal during the year was 843,000 tons compared with 808,000 tons a year earlier. Sales at the Terminal remained strong throughout the year with the exception of the month of March which saw a disruption in sales volume because of the ban on Chilean produce.

The plan to build ten new produce selling units at the market was abandoned because of insufficient interest. The Board is in the process of reviewing this situation with a view to restructuring the project on a less elaborate scale. The Board is proceeding with its plan to build a cold storage addition along with additional buyers loading docks for larger trucks.

The contribution of management and staff as well as the support from the Board of Directors, buyers, suppliers, tenants and personnel from the Ontario Ministry of Agriculture and Food has helped to make the 1989 fiscal year a success.
To all I express my sincere thanks.

Yours Very Truly,

Allan Collins.

Allan Collins,
Chairman of the Board.

STATEMENT OF OPERATIONS

Year ended March 31, 1989.	1989	1988
REVENUE	$	$
Rents	2,915,431	2,626,881
Cold storage	965,547	973,716
Entrance fees	470,742	468,638
Realty taxes recovered	11,256	70,533
Services	6,996	8,185
Other income	18,468	1,228
Interest income	19,014	3,952
	4,407,454	4,153,133
EXPENSES		
Salaries and benefits	1,524,610	1,432,024
Realty and business taxes	796,389	748,716
Depreciation	343,435	324,577
Waste removal	423,607	231,803
Repairs and maintenance	268,349	165,851
Interest expense — demand loan (note 3)	201,784	188,282
Electric power	194,293	180,825
Operating supplies and expense	141,276	120,426
Fuel	77,161	86,324
Office expenses	60,637	52,151
Insurance	43,335	44,967
Water	18,066	45,722
Rent expense — Hydro land	30,590	26,692
Miscellaneous contract services	27,379	20,740
Board members' fees and expenses	34,939	24,321
Legal services	47,390	35,178
Miscellaneous expenses	10,633	3,214
Bad debts	—	5,447
	4,243,873	3,737,260
NET INCOME FOR THE YEAR	163,581	415,873

See accompanying notes to financial statements.

BALANCE SHEET

March 31, 1989

ASSETS

	1989 $	1988 $
Current		
Cash and short term deposit	176,975	125,174
Accounts receivable	134,520	246,698
Prepaid expenses	39,748	53,921
	351,243	425,793
Fixed — at cost, less accumulated depreciation (note 2)	6,793,633	6,394,078
	7,144,876	6,819,871

LIABILITIES AND RETAINED EARNINGS

	1989 $	1988 $
Current		
Demand Loan (note 3)	1,690,704	1,834,704
Deferred revenue (note 4)	239,161	226,463
Accounts payable and accrued liabilities	495,831	203,105
	2,425,696	2,264,272
Retained Earnings	4,719,180	4,555,599
	7,144,876	6,819,871

See accompanying notes to financial statements.

STATEMENT OF RETAINED EARNINGS
for the year ended March 31, 1989.

	1989	1988
	$	$
Retained earnings, beginning of year	4,555,599	4,139,726
Net income for the year	163,581	415,873
Retained earnings, end of year	4,719,180	4,555,599

STATEMENT OF CHANGES IN FINANCIAL POSITION
for the year ended March 31, 1989.

	1989	1988
	$	$
Cash provided by operating activities		
Cash from operations		
Net income for the year	163,581	415,873
Add charges to operations not requiring a current cash payment		
— depreciation	343,435	324,577
— write-off of development costs	8,167	—
— (Gain) on disposal of fixed assets	(450)	—
	514,733	740,450
Net change in non-cash working capital balances related to operations	287,775	(105,713)
	802,508	634,737
Cash used in investing activities		
Acquisition of fixed assets	751,707	456,155
Proceeds on disposal of fixed assets	(1,000)	—
	750,707	456,155
Increase in cash during the year	51,801	178,582
Cash Position, beginning of year	125,174	(53,408)
Cash position, end of year	176,975	125,174

Cash position consists of all bank accounts plus all short-term deposits.
See accompanying notes to financial statements.

NOTES TO THE FINANCIAL STATEMENTS

March 31, 1989.

1. SIGNIFICANT ACCOUNTING POLICIES

(a) Basis of Accounting

The financial statements have been prepared in accordance with the generally accepted accounting principles.

(b) Fixed Assets

All fixed assets are recorded at cost. Depreciation is calculated on a straight-line basis over the useful life of the assets as follows:

	Depreciation Rate
	%
Land improvements	10.0
Buildings	2.5
Equipment	20.0
Parking deck and retaining wall	2.5

2. FIXED ASSETS

The objects of the Board include the creation and operation of a Wholesale Fruit and Produce Market and the acquisition and operation of facilities for the transportation and handling of fruit and produce. To meet these objects, the Board leases land and buildings to Wholesalers and Growers.

Details of fixed assets at March 31, 1989 are as follows:

	1989		1988	
	Cost	Accumulated Depreciation	Cost	Accumulated Depreciation
	$	$	$	$
Land	275,604	—	275,604	—
Land Improvements	1,786,583	1,191,566	1,766,983	1,125,658
Buildings	7,229,783	3,971,112	6,905,231	3,874,030
Equipment	1,568,825	1,161,055	1,465,795	1,087,705
Parking deck and retaining wall	2,350,697	396,420	2,328,397	334,494
Construction in progress	302,294	—	73,955	—
	13,513,786	6,720,153	12,815,965	6,421,887
	(6,720,153)		(6,421,887)	
	6,793,633		6,394,078	

3. DEMAND LOAN

The demand loan bears interest at the prime rate and is guaranteed by the Province of Ontario. It must be fully repaid by December 31, 1996.

4. DEFERRED REVENUE

Deferred revenue results from the prepayment of entrance fees, stall rentals, parking rentals and office rentals.

TONNAGE

Overall tonnage handled at the Terminal for the fiscal year amounted to 843,000 tons compared to 808,000 tons for the previous year.

	1988/89 (tons)	1987/88 (tons)
Farmers' Market	185,000	181,000
Warehouse Market	658,000	627,000
	843,000	808,000

ARRIVALS OF PRODUCE

Wholesale Market:		
Rail Cars	235	434
Trucks	45,622	45,059
Farmers' Market	43,900	43,400

BUYERS

The Board has on file the names of 4,850 buyers who attend the Market.

Buyers are classified as follows:

Fruit and Vegetable stores	2,163
Corporate and independent chain stores	150
Restaurants	952
Jobbers	369
Institutions	50
Miscellaneous (Meat market, florists, caterers etc)	1,166
	4,850

Market Faces

Bill Cudmore

Joe Melara

Daisy Lee

Fred Stevens

Market Faces

Grace Dekker

Henry Specht

Teddy Eng

Antonio Martens

FARMERS MARKET LEASEHOLDERS

Emilio Loffredo
Mike & Rita Kosem
Stanley Lament
Henry Kaczmarski
Morris M. Ivanchuk
Mrs. Sigrid Zimmerman
Joseph Chodarcewicz
Frank Pohorly
J. Zabek
Ron Rempel
Sharon Wiecha
Hans Grebe
Herbert Lilles
Jacob Fischler
Tony & Gail Heim
F. W. Smith & Sons
Peter Voogt
Boleslaw Klepka
Joseph Sgambelluri
Stanley Urysz
Mirko Kralj
Peter Mourin
Spiro Vincic
Cherry Ave. Farms
Alois Sampl
Joseph Tomljenovic
Frank Starc
John Schouwenaar
H & G Schouwenaar
Mr. Gillion
M. Saczkowski
Joseph & Anne Brennan
John W. Freeman
John J. Willms
Leonard W. Blezard
Warner Farms
Hildreth Farms Ltd.
Jack Hildreth
Stan Sobkowich
Lyle Shelton
Walter Ivanchuk
Stewart Orchards
Chester & Phyllis Kowalik
Ted Lizak Farms
Overholt Orchards
Jim Hildreth
Louis Rottier
J. R. Philbrick
Fred Stevens
Frank Kukovica
Clayton Opersko
Joseph Saliba
B & M Saliba
Giuseppe Gucciardi
Caledon Produce Farms
Frank Falbo
Dario Grisonich
Singh Rajkumar
J. D. Saliba
Jeffreys Greenhouses Inc.
Beanhaven Farms
Eugene Torok
Elias Michael
Manuel Goulart
Wiley Bros. Farms Ltd.
Salem Farm Ltd.
Steve Prokopchuk
Sunny Acre Farms
Happy Chung Farm
Rose & Wm. Scotch & Sons
Gozo Sonyi
Antonio Gammicchia
D. Fasullo
Sun Garden 87
Blue River Farm
Wing's Farm
Ham Luk
Hock Yee Wong
Ken Eng
Green Valley Farm
Chow's Farms Ltd.
Eddy Chow
Jan Hing Farm
Art Lee Farm
Chow Yim Kwan
Kun Foo Lee
Gee Young
Norman Young
Mrs. Kathy Gegeny
Jery Rudnick
Lindo Borean
John Marcucci
Atkinson Brothers
John Digirolamo Farms
George Sant
John Jr. & Ted Kwarciany
Andre Caietta
Mr. D. Krkljus
Salvatore Cipponeri
Keith Laurenssen

Louis Kolonics
Creekside Gardens Ltd.
James Prins
C. Versteegh
Don Suthons
Steve Blizman
Komienski Farms Ltd.
T & D Pettitt
Teddy Eng
R & E Kowalik
A. Saliba
Ferdinando Loffredo
Sharples Greenhouses
Harry Magalas & Sons
Bianchi Brothers
Donna Yarmoluk
Vincenzo Distefano
Quintino Valerio
Leonardo Zicari
David P. Taylor
Karl Gorecki
William B. Cudmore
Paul Borcsok
Jas. J. McCarthy
Schuurman Greenhouses
John Goetz & Son
Antonio Parisi
Fred Obrist
Millgrove Greenhouses
Chris Juras
D. F. Rutherford
A. Delean
Steve Fett Jr.
Stefon Fett
R. H. Tigchelaar
Peter A. Fisher
George J. Flack
Marian S. Juras
John Laurenssen
Vito De Filippis
Sy's Flowers Ltd.
P. Vander Dussen
Les Van Egmond Wholesale Florist
William H. Elliot and Sons
Donald W. Elliot
Zomer Brothers Greenhouses
Louis Debono
Joseph Mahe
Morris Kuchma
Roman Dutka

Enrico Piattelli
L & D Ferragina
Alberto Naso
Vince Pistritto
Steve Premock
Domenico Di Flaviano
John W. Glasgow
Vince Maiorano
Grassie Produce
Nick Majpruz
Don W. Latimer
Anton Folmeg
Joe Skoblenick
Mr. Antal Szabo
Terry W. Shaw
Charles Gomes
Antonio Martins
James White Florists
Henry Schultz
Alber's Greenhouses
Ron Mandryk
Gabriel & Elizabeth Fekete
Mrs. Mary Mussell
John Murre
Steve Hudec
Hal Philipp
Dmytro Kocan
Dennis G. Davis
Shing Fong Farms
Lun Sang Farm
Cho Yee Choy
Sue Brothers
Cho Shee Wan
Salvatore Gaetano & Son Garden Ltd.
Julius Jagodics
John & Julianna Gorzo
A. Macri Farms
Mr. Bohdan Lachowsky
Peter Bourak
Otto Mertens
Wayne Welsh
Les Medve & Sons
Cave Spring Orchards
Lehmann's Farm Produce Ltd.
Steve Nemeth
Bob Romaniuk
Harry P. Voogt Greenhouses
Bruno Domio
Wayne Komienski
Steve Skoblenick

Pikor Farms Ltd.
George Boncheff
Walter M. Huber
Walter Senko Sr.
Jack Kralt & Sons
Cliff Turner
Wayne Duesling
Valk Greenhouses
Gladys Jean Stys
Edward Maslona
Paul Vos Greenhouses
Rice Road Greenhouses & Garden Center
Frank Mergl
Mario Palumbo
Peter Ferragine
Rosario Riga
C. Vander Hoeven
Jack Mitchener
Peter Wildhagen
Chas. Vander Broek
Don Rusling
Andrew & Pauline Medynski
Bradford Greenhouses Ltd.
Mary Srebnik
William Vander Heyden
Kristian M. Sorensen
Murray Colwell
Hollo-Maple Farms Ltd.
Frank Busch
New Style Gardening Ltd.
Northend Gardens
Tadeusz Kalabis
Adriaan Van Elswyk
J. Pendola
W. E. McConkey & Son
Michael Kemeny
R. Ranjit
Eatrite Farms Ltd.
Jerry Kotiuk
Boz Toic Jr.
Antonio Estacio
Greg Magalas
Peter Hurkens
Z. Kocsis & Sons
George Van Andel
Martin Farms Ltd.
M. Kobylanski
Mike Shisko
W. Tuczapski
Mario Pendola

Peter Shabatura
Adolph Ditsch
Joseph Emrich
Albert L. Lambert
Holland Florist
Frank Fekete
Nabhan Ubeid
Steve Kotiuk
George Demianiw
P. Fratric
R. E. & H. Haggith & Sons
Donald Durham
Paul Holubowsky
Edgar Schlosser
William Lenko
John Andrushko
Albert Lovshin
Ernie & Susan House
G. Hiemstra
J. & R. Produce
Walter Yarmoluk
Sebastian Saraiva
Gerald Stone
Bernhard Ternes
John Lubinsky
Joseph Tchorek
Samuel Tilstra
Bartello Fruit & Farms Inc.
Arthur Taylor
Louis Bizjak
The Mill Open Air Market Ltd.
Woodland Greenhouses
Walter Bouw
Mike Holowatyj
Luigi Gucciardi
Bill & Julie Johnston
William Laurenssen
Paul Desalvo
John Austin
Gerry Kalis
Sunrise Orchard
Tony Lukezic
Mrs. Angela Klaric
Lennox Farm Ltd.
Mr. P. Trach
Wayne Genovy
John Hudec
Edward Schnitzer
A. Layter
Lorien Orchards Ltd.

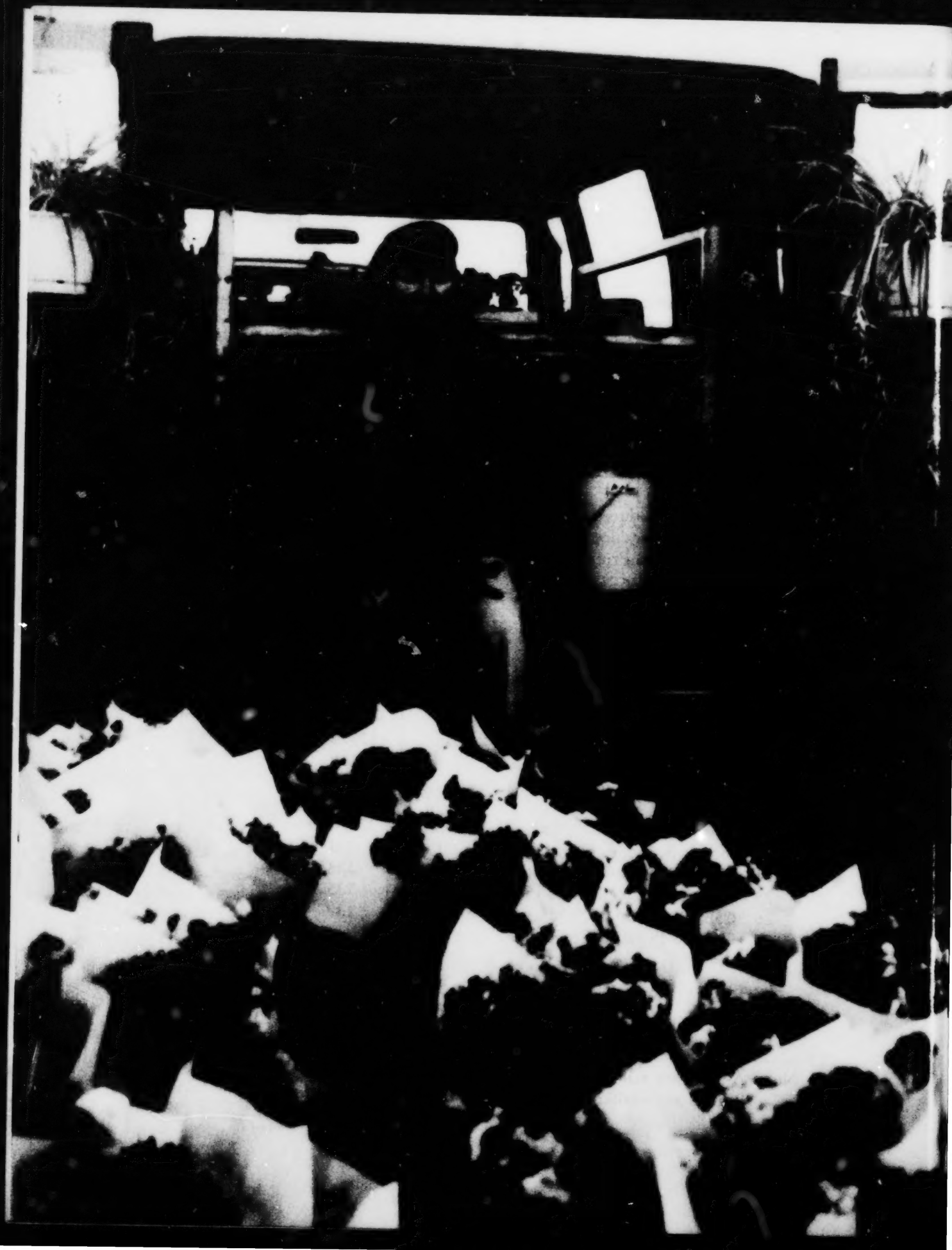
Edmund Nowak
Stanley Vasarajs
Mr. Tom Aitkin
Uptown Farm Produce
Frank Poole
William Homecko
Karl Kovacs
Carlo Meleca
Fred Eyman Farm
F. Szczuczko
George Culp
George Feddema
Mr. Ted Smeenk
Pauline & Nick Tybin
Joe Sroka
Ray Varga
Joe Mezei
Harry Tyios
Skarja Greenhouses
Grebenc Farms
Mr. Ronald F. A. Webb
Frank Krizay
Gurham Singh & S.S. Nandra
Bruno Skubel
Johannes Tool
Vic Scott
Midtown Farms
Shermar Greenhouses
Theodor Kowalenko
Francis Smith
Frank Proracki
John & Maria Oliveira
Leslie Fekete
John Langendoen
Woodbridge Veg. Farms
Steve Ivancic
Thomas Kozak & Sons
John Burbridge
Mr. G. Monteforte
T. Emslie
Wayne Garnham
David Deli
John Rusyn
Sitko Farms
Nirmal Jauhal
A. B. Jackson & Sons
Tony Smyrechinsky
Fernlea Flowers Ltd.
Borowsky Farm Ltd.
Guido Desplenter
Martins Family Fruit Farm
Mr. H. Ostromecki
John Decroos
John P. Hotner
Vincent Turco
Andy McCready
Chwastyk Bros. Prod.
Huszczo Bros. Ltd.
Freskiw Farms
Mrs. G. Schneider
David White
Joseph Benedetto
Teresa Piazza
John Birk
Casey's Greenhouses
Westbrook Greenhouses Ltd.
Jose Ferreira
David Castelo
Rabbani Orchards
Walter Sroka
Gan De Dreu
Theodor Jahnke
Grant Hyde
Rudy or Raymond Werbicky
William Carewsky
Harold Zumpe
N. Pappani
Stanley Burke
Kevin Miles
Joseph Sosnicki
Bonnet's Nursery & Greenhouses
Dutch Mill Gardens
Zomer Gardens
Martin Lukezic
Joseph Zalec
W. Prokopchuk
Ed Lukezic
River Road Produce
W. W. Cheung
Economy Farmers Market Ltd.
Marcel Ulen
Louis & Olga Deli

Cherneys Flowers
Adams Greenhouses & Fruit Farm
Gus Wagenmaker & Son Grhs.
Mr. & Mrs. E. Witzke
Edward Debono
Kwong Choo
Sunnyridge Growers
Sarkis Jabbour
Willy Naka
W. Ytsma
A. Binnendyk
Douglas A. Chantler
Gaetano's Green Acres Inc.
C & H Gardens
Pineholm Farms
Charles Tannous
Lakeshore Produce Ltd.
Sam Elias
Louis Fracchioni
Antoine Peters
Leo Visser
Mr. A. Koornneef
Groenewegen & Sons Produce Ltd.
Louis Aziz
Bill Zakaria
Paul Thomas
Scarafile Produce
John Dzamba
Transway Produce
Ed Sobkowich Greenhouses Ltd.
Migliore Farm Produce
Omar Farms
Joseph Tiveron & Sons
Hugh Lockett
Orest Bartkiw
James D. Cerasani
Streef Produce Ltd.
Gerald Engberts
Bayshore Vegetable Shippers Ltd.
Meyers Fruit Farms Inc.
P.A. Clarkson
J.J. Van Der Marel
Nyland Greenhouses
Vanderburgh Farms
H. Dekker Ltd.
P. Ravensbergen & Sons Ltd.
John De Vries
Vandergrift Wholesale Florist
Pasquale Montalbano
Mr. J. L. Boot
John Van Doorn
Richard Kwarciany Jr.
Jenny & Edward Zamecnik
Graaskamp Family Egg Ranch
Mr. John Nanowski
Mr. Peter Van Brugge
Dick Wolfert
Neufeld Farms Limited
Gatto Flowers Distributing Inc.
Nyland Wholesale
Posie Packer Inc.

WAREHOUSE LEASEHOLDERS

		UNITS	
SOUTH WING		**A**	**B**
1	Dominion Citrus & Drugs	102a, 102 104, 106	
2	Tomato King Produce Co. Ltd.	108	
3	Brostal Holdings Inc.	110	
4	Italian Produce	112	
5	Rite Pak Produce Co. Ltd.	114, 116 118, 120	152, 154
6	Ontario Tree Fruits Ltd.	120a, 122	
7	Stronach & Sons Ltd.	124, 126	
8	Lamantia & Russell Produce Ltd.	128, 130	
9	North American Produce Buyers Ltd.	132	
10	C. Charles & Co. (1973) Ltd.	134	
11	Chiovitti Banana Co. Ltd.	136	156, 158 160, 162
12	Gambles Produce Limited	138, 140	142, 144
13	Sun Spud Produce		146
14	Gus Amodeo Produce Ltd.		148
15	Capuccitti, Rocco & Gordon		150
NORTH WING			
16	White & Company, The	101a, 101 103	
17	P. Culotta & Co. Ltd.	105, 107	
18	Mitchell Pacific (1985) Co.	109, 111	
19	King & Raphael, Toronto	113	
20	Provincial Fruit Co. Ltd.	115, 117 119	
21	F.G. Lister & Co. Ltd.	121a, 121 123, 125	
22	Lenson Celery (1975) Ltd.	127, 129	
23	Morris Brown & Sons Ltd.	131	
24	Mel-O-Ripe Banana Brands Limited	133	
25	Bison's Produce Buyers Inc.	135	
26	Canadian Fruit & Produce Co. Inc.	137	
27	Ontario Produce Company	139a, 139	141b, 143 145, 147 149, 151 153, 155
28	Veg Pak Produce Company Ltd.		157, 159 161b

Note: A-units are selling units fronting on the Buyers' Court
B-units are auxiliary units flanking the Cold Storage facilities.



OFFICE LEASEHOLDERS:

Of the 234 office spaces available at the Ontario Food Terminal, 83 are occupied by lessees of warehouse space.

Names of the Leaseholders:

Bank of Montreal
Kroft Investments
Ontario Potato Distributing Inc.
Sunkist Growers Incorporated
M.L. Catania Co. Ltd.
Nevard, Van Benthem & Wakeman Brokerage Ltd.
King & Raphael, Toronto
B.C. Tree Fruits Limited
Kelly Orchards Ltd.
Ontario Produce Company
Toronto Wholesale Fruit & Produce Merchants Association
Lenson Celery (1975) Ltd.
B & G Vetere Wholesale Ltd.
Wm. L. Rutherford Ltd.
Lee Brokerage Ltd.
F.G. Lister & Co. Ltd.
Global Fruits & Produce Ltd.
Mutual Brokers (Toronto) Ltd.
Merit Truck Brokers Inc.
Canadian Fruit & Produce Co. Inc.
Dominion Citrus & Drugs Ltd.
Rite-Pak Produce Co. Ltd.
Italian Produce Co. Ltd.
Austin & Masters Ltd.
North American Produce Buyers Ltd.
Gambles Produce Limited
Ontario Fruit and Vegetable Growers Association
G.A. Love Foods Inc.
Eglinton Fine Food Ltd.
Richard E. Ryan & Associates
Agriculture Canada
Ontario Ministry of Agriculture and Food
B & M Brokerage
Canadian Fruit Wholesalers Association
Geo. Deslauriers (1975) Inc.
Bruce Collings Ltd.
Regal Produce Brokerage Central Inc.

SHORT TERM WAREHOUSE LEASEHOLDERS:

Kelly Orchards Ltd.
Bison's Produce Buyers Inc.
Lakeshore Fruit (Toronto) Ltd.
Morris Brown & Sons Co. Ltd.
Willowdale Produce Co. Ltd.

RESTAURANTS:

Bill Maur Coffee Shop
Market Garden Restaurant

THE BOARD AND STAFF:

The Ontario Food Terminal Board consists of seven members, appointed by the Lieutenant Governor of Ontario, upon recommendation of the Ontario Minister of Agriculture and Food.

The present Board members are:

A. Collins, Chairman	Woodbridge
J. Melara, Vice-Chairman	Toronto
Grace Dekker	Strathroy
K. Collver	Simcoe
C. Coppa	Ajax
W. Giles	Toronto
J. Lum	Mount Albert

C.E. Carsley, General Manager

I.B. Nicholas, Secretary Treasurer
Assistant General Manager
T. Chowns, Operations Manager
H. Specht, S/Sgt. of Police
R. Osborne, Cold Storage Manager

Al Lambert